

Message Text

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ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 OES-07 EB-08 AGRE-00 /028 R

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STATE-EUR/CE: R CASAGRANDE 632-0414

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FM SECSTATE WASHDC

TO AMCONSUL BREMEN

INFO AMEMBASSY COPENHAGEN

UNCLAS STATE 135242

COPENHAGEN - FOR REGIONAL FISHERIES ATTACHE

E.O. 11652:N/A

TAGS: EFIS, GW, DA

SUBJECT: EXPORT OF DOGFISH PRODUCTS TO FRG

REF: BREMEN 297, MAY 12, 1978

1. THE NATIONAL MARINE FISHERIES SERVICE (NMFS), NOAA, COMMERCE APPRECIATES BREMEN'S INQUIRY REGARDING POTENTIAL US EXPORTS OF DOGFISH FLAPS AND BACKS TO THE FRG. PAUL EARL, AN NMFS MARKETING SPECIALIST IN GLOUCESTER, MASS. (NORTHEAST REGION) HAS INDICATED THAT HE IS ONLY AWARE OF ONE FIRM WITH EXPERIENCE IN EXPORTING DOGFISH PRODUCTS TO EUROPEAN COUNTRIES. THE NAME AND ADDRESS: PIONEER FISH COMPANY, BROWNS WARF, PORTLAND, MAINE 04103; TELEPHONE: (207)774-7452. THE PRINCIPALS OF THE FIRM ARE MESSRS. HENNINGS THOMSON AND FRITZ WINTER (AN FRG NATIONAL).

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2. ASIDE FROM THE ABOVE, PROSPECTS FOR EXPORTS OF DOGFISH TO EUROPE DO NOT AT PRESENT APPEAR ENCOURAGING. THE PROBLEM IS NOT SO MUCH THE HARVESTING TECHNOLOGY AS IT IS THE PROCESSING OF THE DOGFISH, WHICH IS STILL NOT SUFFICIENTLY WELL UNDERSTOOD. IN ADDITION, THERE IS THE PROBLEM OF ECONOMIC INCENTIVE, AS IT IS WITH

SO MANY OF THE UNDERUTILIZED SPECIES. LAST YEAR,

DEALERS PLACED ADDS OFFERING FISHERMEN ABOUT 10 CENTS
PER POUND OF GUTTED DOGFISH. THIS PRICE FOR A SEMI-
PROCESSED PRODUCT IS NOT ENOUGH TO ENCOURAGE FISHERMEN
TO DEVELOP A DOGFISH FISHERY ON A SIGNIFICANT SCALE.

3. NMFS NORTHEAST REGION WILL LOOK INTO SITUATION
MORE CAREFULLY TO DETERMINE IF THERE ARE, IN ADDITION,
OTHER PRODUCERS CURRENTLY ACTIVE AND WHAT, IN GENERAL,
ARE PROSPECTS OF PROMOTING A COMMERCIAL DOGFISH
FISHERY. IN RETURN, NMFS WOULD APPRECIATE ANY DATA
BREMEN COULD SUPPLY ON CURRENT PRICES FOR DOGFISH
PRODUCTS IN THE FRG. VANCE

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